

Financial & Professional Services Career Pathway

MISSOURI ECONOMIC RESEARCH & INFORMATION CENTER
MISSOURI DEPARTMENT OF HIGHER EDUCATION
& WORKFORCE DEVELOPMENT
JANUARY 2025

What are Career Pathways?

Career Pathways are groups of occupations within a career field. Occupations within a pathway share common skills, knowledge, and interests. The pathways use industry-recognized credentials and are examples of how different levels of training or education can help provide opportunities for career advancement.

Missouri Numbers:



30,707 Employers



285,608 Workers



\$100,610 Average Wage

Why Have a Career in Financial & Professional Services?

Missouri has a strong presence in the Financial and Professional Services industry, being home to several Fortune 1000 companies including Centene, Emerson Electric, Reinsurance Group of America, and Jones Financial (Edward Jones). The Financial & Professional Services industry makes up 11.6 percent of total private sector employment, employing over 285,600 workers in more than 30,700 businesses in 2023. Employment has been growing an average of 0.2 percent per year from 2018 to 2023. Missouri's Financial & Professional Services industry has a similar employment concentration to the rest of the nation, with particularly high employment concentrations in *Management of Companies & Enterprises* and *Insurance Carriers and Related Activities*. Wages in this industry averaged \$100,610 in 2023, much higher than the state average of \$62,563 for private industries.

With many career paths to choose from, as well as high employment, wages, and solid growth, the Financial & Professional Services industry has many opportunities for a rewarding career in Legal Services, Business Operations, Sales & Marketing, and Financial & Insurance Services.

Know the Basics

Careers in this industry frequently involve interactions with the public, therefore customer service skills and being able to talk about the benefits of a service or accept criticism as a professional company representative is a must. Soft skills, such as interpersonal skills, professionalism, and dependability, are important in all industries and occupations, including the Financial & Professional Services industry.

Skills needed for Success

The Financial & Professional Services field has industry-wide technical competencies that represent the knowledge and skills needed to be successful in these industries. Familiarity with relevant regulations, codes, and laws imposed by regulatory agencies is crucial. Knowledge of business operations, financial reporting, and technology applications are some of the skills that are needed for success.

Who's Hiring in Missouri?

Edward Jones
Elevance Health
Centene
Deloitte
PricewaterhouseCoopers



Sales & Marketing

Financial/ Insurance Services

Now

Short-Term On-the-Job Training

Customer Service Representatives
Entry: \$34,540 Average: \$43,280

Telemarketers
Entry: \$26,580 Average: \$34,770

Certificates: Business Administration Certificates

Tellers
Entry: \$29,480 Average: \$33,870

Financial Clerks, All Other
Entry: \$37,840 Average: \$42,140

Certificates: Cash Handling

Next

Certificate, Associate Degree, Apprenticeship, Moderate- to Long-Term On-the-Job Training

First-Line Supervisor of Non-Retail Sales Workers
Entry: \$63,660 Average: \$92,940

Advertising Sales Agent
Entry: \$45,610 Average: \$61,840

New Accounts Clerks
Entry: \$35,420 Average: \$40,790

Degrees: Business Administration & Management
Certificates: Business Administration & Management

Bookkeeping, Accounting & Auditing Clerks
Entry: \$36,730 Average: \$46,990

Claims Adjusters, Examiners, & Investigators
Entry: \$57,540 Average: \$73,830

Tax Preparers
Entry: \$30,130 Average: \$45,750

Certificates: Adjuster, Accounting, QuickBooks,
Tax Preparation

Later

Bachelor's Degree or Advanced Degree

Market Research Analysts & Marketing Specialists
Entry: \$45,400 Average: \$73,200

Graphic Designers
Entry: \$38,200 Average: \$52,130

Sales Managers
Entry: \$71,750 Average: \$130,680

Degrees: Business Administration & Management,
Marketing, Communication, Graphic Design,
Journalism

Loan Officers
Entry: \$47,580 Average: \$77,380

Personal Financial Advisors
Entry: \$65,580 Average: \$136,690

Financial Managers
Entry: \$97,100 Average: \$149,360

Degrees: Accounting, Finance, Business
Administration & Management

Sources:

Lightcast™

Employment and Training Administration, Competency Model Clearinghouse
2023 Occupational Employment and Wage Statistics, U.S. Bureau of Labor Statistics
Quarterly Census of Employment and Wages, U.S. Bureau of Labor Statistics
Top employers data is based on 2024 online job ads



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Legal Services

Business Operations

Now

Short-Term On-the-Job Training

General Office Clerks

Entry: \$32,200 Average: \$43,330

File Clerks

Entry: \$31,790 Average: \$40,620

Mail Clerks & Mail Machine Operators

Entry: \$32,140 Average: \$37,460

General Office Clerks

Entry: \$32,200 Average: \$43,330

Certificates: Business Administration**Certificates:** Business Administration

Next

Certificate, Associate Degree, Apprenticeship, Moderate- to Long-Term On-the-Job Training

Paralegals & Legal Assistants

Entry: \$47,360 Average: \$61,100

**Executive Secretaries & Executive
Administrative Assistants**

Entry: \$42,370 Average: \$57,690

**First-Line Supervisor of Office &
Administrative Support Workers**

Entry: \$47,380 Average: \$65,150

Human Resources Assistants

Entry: \$37,870 Average: \$45,240

Certificates: Paralegal, Legal Assistant, Notary
License**Certificates:** Certified Payroll Professional
Degrees: Business Administration & Management

Later

Bachelor's Degree or Advanced Degree

Lawyers

Entry: \$82,160 Average: \$146,870

General & Operations Managers

Entry: \$49,690 Average: \$98,520

Human Resources Specialists

Entry: \$47,080 Average: \$67,480

Management Analysts

Entry: \$63,220 Average: \$103,400

Degrees: Law**Degrees:** Business Administration & Management,
Human Resources Development, Computer Science,
Finance

Sources:

Lightcast™

Employment and Training Administration, Competency Model Clearinghouse
2023 Occupational Employment and Wage Statistics, U.S. Bureau of Labor Statistics
Quarterly Census of Employment and Wages, U.S. Bureau of Labor Statistics
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